Automotive News

MAY 4, 1992

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NEWSPAPER

GM sharpens platform ax

Nothing sacred in downsizing

JACK KEEBLER
and PHIL FRAME
Staff Reporters

General Motors product planners are wasting no time in turning sacred cows into hamburger following the corporate reorganization last month.

There already are plans to eliminate some big-car models, consolidate mid-sized cars on a single platform and even a proposal to build the Chevrolet Corvette on the same platform with the Chevrolet Camaro and Pontiac Firebird.

The corporate trick is to get all of these consolidations done without further eroding market share, angering dealers or pushing up the cost of popular low-cost models.

GM already has consolidated the groups of people who make up platform teams, but decisions on how to combine the hardware they oversee are still being made. Product planners are trying to consolidate individual models onto the same platforms without diluting their character to avoid the badge engineering problems of the early 1980s.

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PLACING THE PIECES
Losh puts focus on numbers ➤ 4
NAO to reorganize fleets staff ➤ 4
Organizational chart ➤ 20

POTENTIAL GENERAL MOTORS PLATFORM CONSOLIDATIONS

Host platform	Additions
Y-car (Chevrolet Corvette)	**F-car** (Chevrolet Camaro, Pontiac Firebird)
N-car (Buick Skylark, Oldsmobile Achieva, Pontiac Grand Am)	**J-car** (Chevrolet Cavalier, Pontiac Sunbird) **L-car** (Chevrolet Corsica, Beretta)
W-car (Buick Regal, Chevrolet Lumina, Oldsmobile Cutlass Supreme, Pontiac Grand Prix)	**A-car** (Buick Century, Oldsmobile Cutlass Ciera) **U-van** (Chevrolet Lumina APV, Oldsmobile Silhouette, Pontiac Trans Sport)
G-car (1994 Buick Riviera, 1994 Oldsmobile Toronado)	**E-car** (Current Buick Riviera, Oldsmobile Toronado/Trofeo) **C-car** (Buick Park Avenue) **H-car** (Buick LeSabre, Oldsmobile Eighty Eight, Pontiac Bonneville)
K-car (Cadillac Seville, Eldorado)	**C-car** (Cadillac DeVille/Fleetwood)

News

Chrysler to lose Mitsubishi seat

TOKYO — Chrysler Corp.'s representative on the board of Mitsubishi Motors Corp. will be dropped at the annual meeting in June, according to press reports here.

The decision is a tacit admission that Chrysler intends to sell its last remaining 5.8 percent stake in the Japanese carmaker as soon as regulations permit, the reports say.

Chrysler staff in Tokyo would neither confirm nor deny the reports. The Chrysler seat is held by Jeffrey Higgs, managing director for Chrysler's North Pacific Operations.

Over the past two years, Chrysler has been selling what was once a 15 percent stake in Mitsubishi. It sold 43.6 million shares, or slightly more than 5 percent of Mitsubishi, in March of this year.

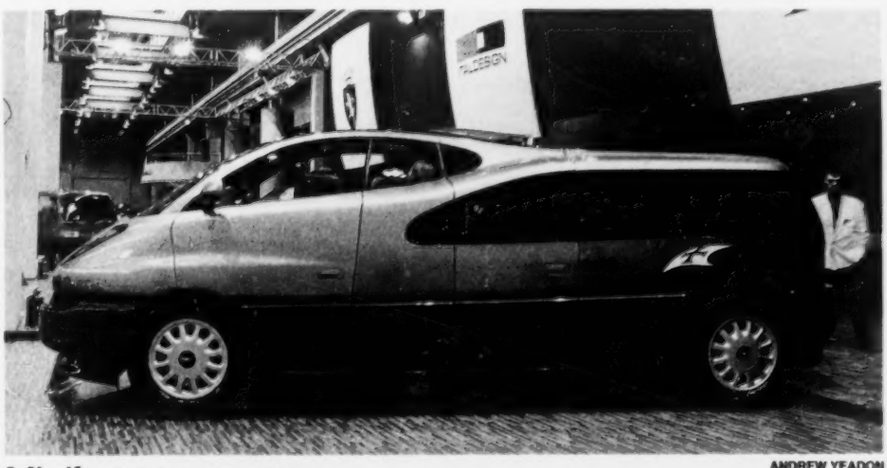
— *Mary Ann Maskery*

Mazda hikes price of MX-3

DETROIT — Mazda Motor of America Inc. last week continued its spring round of price increases by adding $250 to the sticker of the base MX-3 coupe. The tag now is $11,250. The price of the MX-3 GS coupe stays at $13,800.

Automotive News estimates that Mazda's spring price increase averages $735 per car, or 5.1 percent. The increase was made in three

see LATE NEWS, 2



ANDREW YEADON

Minibus or megavan

In a design proposal obviously aimed at either Mercedes-Benz or BMW, Italy's Italdesign styling studios unveiled this 3-ton grand-tourer concept vehicle at the recent Turin International Auto Show. Called the Columbus, the 21-footer is powered by a 5.0-liter V-12 and seats eight. See show story on Page 22.

Nagging faults pursue Seville and Eldorado

PHIL FRAME
Staff Reporter

Cadillac and its dealers seem to have avoided serious consumer backlash from early quality problems on the Eldorado and Seville that resulted in at least 15 service bulletins.

The service bulletins have been sent to Cadillac dealers during the past two months. They cover problems ranging from rattles and noises to rough idling and stalling. The problems probably afflict few of the estimated 54,353 Sevilles and Eldorados (1992 models) built at the Hamtranick, Mich., assembly plant through April, said Cadillac spokesman William O'Neill.

"This is not that unusual when you start up a new model," O'Neill

see CADILLAC, 35

Car models drop; GM chops 18

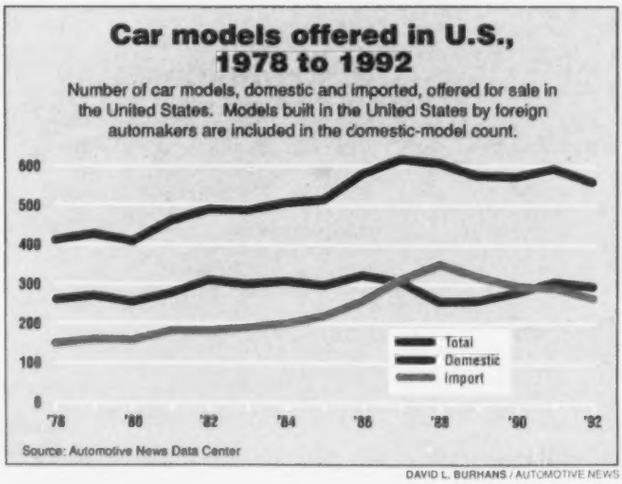
ndustry has 555, lown 36 from '91

OHN K. TEAHEN JR.
nior Editor

A major cut by General Motors nd the withdrawal of several imorts trimmed the number of car odels for the 1992 season.

The annual *Automotive News* tabation finds that the domestic and reign manufacturers are offering 55 passenger-car models for sale the United States, down 36 from 91 at this time last year.

The total also is down from 569 r 1990. Models assembled in the nited States and Canada exceed nported autos for the second raight year after a four-year im-



DAVID L. BURHANS / AUTOMOTIVE NEWS

port edge.

The current figure of 555 compares with a post-World War II peak of 614 in 1987. The all-time high was 621 in 1928.

The model count was compiled for the 1992 *Automotive News Market Data Book*, which will be published May 27. Totals for individual domestic and imported makes, nameplates and corpora-

see MODELS, 14

Tax deal nears on warranty rule

CHARLES M. THOMAS
Staff Reporter

A change in the tax code could be on the way for thousands of recession-weary dealers vulnerable for millions of dollars in back taxes on the sale of extended service contracts.

Lawyers representing independent extended service contract administrators and the National Automobile Dealers Association are working out a plan that could give dealers some relief on the issue of how to treat extended service contracts for tax purposes.

"Details of this agreement are still being discussed," said Richard Strauss, NADA president. "There are some areas that we still have to negotiate."

An agreement also would help independent extended service contract administrators whose businesses are threatened under the IRS advisory that says extended service contracts should be treated as prepaid insurance.

Dave Robertson, who is coordinating efforts on behalf of the extended service contract administrators, said the IRS has shown a willingness to work with the industry on the issue.

He said discussions are under way with the IRS that may allow dealers to match costs with revenues over the terms of the extended service contracts for tax purposes rather than take the income from the sale in the first year and amortize costs over the term of the contract. "If the plan is adopted by the IRS, dealers will avoid a large tax hit in the year the contract is sold,"

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Automotive News

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GM NAO sales chief Michael Losh is a "rare bird." PAGE 4

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More changes on tap at North American Operations. PAGE 4

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Airbags aren't the last frontier in auto safety. PAGE 5

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March new car sales rise 52.1 percent. PAGE 33

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MAY 18
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Sales, Canada by make
Sales, dealer by make
Sales, 10 day by make
Sales, truck by gvw
Inventory, as of May 1
Production, weekly by model

MAY 25
Production, weekly by model

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Display Ad Department ..... (313) 446-6030
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HANS G. LEHMANN/HIDDEN IMAGE

Subaru lavishes attention on Loyale

Here is a spy photo of the replacement for the Subaru Loyale, which is expected to be introduced late this year as the Leone in Japan and in the 1994 model year in the United States. The current Loyale's angular, boxy styling is replaced by more aerodynamic lines, including a steeper rake for the windshield. Four-door sedans and wagons will be offered. This sport version has a 16-valve four-cylinder engine that develops about 250 horsepower.

latenews

CONTINUED
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stages and includes the pricing of the new MX-6, RX-7 and 626 lines, which Mazda is marketing as 1993 models.

Right-drive Taurus planned

WASHINGTON — Ford Motor Co. will begin building right-hand-drive versions of Ford Taurus and Mercury Sable models for export to Japan, says Allan Gilmour, executive vice president of Ford.

Gilmour did not mention a production date but said the company also is considering right-hand-drive versions of some of its truck lines as well.

Gilmour, in a speech to the SAE here Thursday, said he does not expect the new versions to make much of a dent in the U.S. trade deficit with Japan.

He challenged the notion that the lack of right-hand-drive vehicles has kept the Big 3 from selling more cars there. "It's somewhat of a false issue," he said.

For real gains to be made, the federal government will have to help open up Japan's markets, he said.

— *Max Gates*

Renault ties benefit Volvo

GOTHENBURG, Sweden — Volvo Group's earnings from its share cross-holdings with France's Renault SA will be double what the two companies projected when they formed their alliance, Volvo President Christer Zetterberg told shareholders at the annual meeting last week.

Zetterberg, who turned Volvo's presidency over to Soren Gyll at the meeting, said the company now expects to earn 4 billion kroner (about $665 million) a year from Renault from 1995 onward, compared with an earlier forecast of 2 billion kroner a year.

The two companies are linked through a web of minority shareholdings in one another's parent companies and car- and truck-making subsidiaries. Additionally, the two are increasingly sharing the cost of new-product development and parts acquisition.

— *Stig Bjorklund*

Hughes takes top Saab spot

Louis Hughes, the new president of General Motors Europe, was named chairman of Saab Automobile AB, the Swedish luxury maker that is 50 percent owned by GM. The appointment is *pro forma.* Hughes's predecessor as head of GM Europe, Robert Eaton, now chairman-designate of Chrysler Corp., also served as Saab's chairman.

— *Diana T. Kurylko*

Edict hinders Clean Air rules

WASHINGTON — President Bush's moratorium on new federal regulations isn't supposed to effect the auto industry. But federal officials say it has had an impact by slowing down rules to implement the 1990 amendments to the Clean Air Act.

Last Wednesday, Bush extended his January moratorium on new regulations for another four months. He said the moratorium would not cover regulations affecting safety and those mandated by law, such as the Clean Air Act.

Officials of the National Highway Traffic Safety Administration said the moratorium has not slowed efforts to implement safety rules in last year's transportation bill.

But at the EPA, now trying to implement the new Clean Air Act rules, the process has "slowed substantially," said Donald Zinger, assistant director of EPA's Office of Mobile Sources. "The rules will still get out, though at a slower pace."

He said the chief hangup has come in getting EPA's proposed rules approved by the White House.

— *Max Gates*

Subaru recalls Legacy wagons

CHERRY HILL, N.J. — Subaru of America is recalling about 9,500 1992 Subaru Legacy station wagons to inspect for a possible fuel tank leak.

Subaru said the affected wagons were built between July 1991 and Jan. 14, 1992, by Subaru-Isuzu Automotive Inc. in Lafayette, Ind.

The fuel tank may have been punctured during vehicle assembly, which could result in leaks or a fire.

Ypsilanti fights GM closing

ANN ARBOR, Mich. — Ypsilanti Township filed a lawsuit against General Motors last week to force the automaker to keep its Willow Run assembly plant open.

In February, GM announced it would transfer the assembly of large, rear-wheel-drive cars to its Arlington, Texas, plant.

Township officials said the wording of tax abatements granted to GM in 1984 and 1989 for new machinery guarantee that the plant will remain open until at least June 2003. The suit seeks a restraining order forcing GM to keep the plant open while the abatement case is decided.

Paula Powell, a GM spokeswoman, said the only determining factor in keeping a plant open is sales of the products it makes.

Powell said Michigan's abatement law allows corporate tax breaks of up to 50 percent for up to 12 years. But she said even if a 12-year abatement is granted, GM is not obligated to stay.

— *The Associated Press*

GM plant seeks cancer findings

LORDSTOWN, Ohio — General Motors workers here are anxious for the results of a cancer study begun at local GM plants three years ago.

The GM-UAW study might show a cancer risk above norms in the general public, according to a Cleveland newspaper report last week.

The Plain Dealer, citing a source it did not identify, reported that the first draft of a final report was completed nine months ago. The draft supports a 1989 preliminary finding that said workers at the Lordstown stamping and assembly plants have rates of certain types of cancer higher than those in the general public, the newspaper said.

Dr. Douglas Van Brocklin, GM director of occupational safety and health, said the final report will be completed in a few weeks.

— *The Associated Press*

briefly

Chrysler sows wild rice

Chrysler Corp. is asking Chippewa Indians for help with an environmental effort. The company is building a seven-acre "replacement wetland" at its Chelsea, Mich., proving ground. The original four-acre wetland was disturbed when a new handling road was created in 1989. Chrysler asked the White Earth Reservation Tribal Council of White Earth, Minn., to provide 75 pounds of wild rice seed which was once native to the area. Chrysler also has received the EPA's Administrator's Award for progress and innovation in pollution prevention design at its new Jefferson North assembly plant. Chrysler's win in the large business category is a first for an automotive company.

FOR THE BIRDS — The **Chrysler** Technology Center is about 30 percent occupied, and last week locator signs were posted inside. It wasn't always easy for the early occupants. Martha Wallace, manager of the pilot production plant there, noted that when her 3.6-acre room was closed in, some birds were living in the rafters. "We used to joke about leaving bread crumbs behind us as a trail to find our way out, and the birds would come down and eat them." By the way, the birds were safely lured outside with an offering of bird seed.

WILL IT BUILD SALES? A **Ford Motor Co.** assembly plant near San Jose, Calif., will be the site of a manufacturers' discount mall. Ford Motor Land Development Corp. has teamed up with a developer to refurbish the 1.3-million-square-foot plant. The scheduled opening is fall 1994. The plant, in Milpitas, Calif., closed in 1983.

HENRY WOULD BE PROUD — Some things never change. Following up on experiments by the late **Ford** founder Henry Ford, the No. 2 automaker says it will switch to soy ink from petroleum ink for most of its printing projects. The company says not only is soy ink less polluting than petroleum-based ink, but the use of soy will help American farmers who produce soybeans. William Clay Ford Jr., great grandson of Ford and a company executive, said in a statement that his great grandfather experimented with potential uses of soybeans throughout his lifetime. "His vision is still valid," Ford said.

TRIPLE THREAT — **Chevrolet** General Manager Jim Perkins shared this theory on increasing sales: "A guy told me one time years ago, when you can't appeal to a dealers' greed anymore you appeal to their ego, and if that doesn't work, you throw dirt in their face because they're dead."

PERKINS, PART II — Jim Perkins theorized on why Chuck Jordan, **GM's** vice president in charge of design who is retiring in October, allowed **Chevrolet** to showcase classic Corvette concept cars at a recent event in San Diego: "We all have a little trepidation when we have to face Chuck Jordan about something like that because Chuck can really be a nice guy and he can decide at times he's not going to be a nice guy. But there's a theory about his retirement: He needs people to come to his party."

Jordan: needs to pad guest list

CAFE average improves after 2-year decline

MAX GATES
Staff Reporter

WASHINGTON — The nation's new car fleet reversed a two-year slide in fuel economy in the 1991 model year and improved by 0.3 mpg to 28.3 mpg, the government says.

But hold the trumpets. The gain came primarily from one automaker, Ford Motor Co. And Ford's numbers rose because of an extended model year for its fuel-efficient Escort/Tracer and a shorter model year for its thirstier Crown Victoria/Grand Marquis. In all, Ford's corporate average fuel economy average for domestic cars increased 1.4 mpg.

Still, two-thirds of 21 manufacturers improved their CAFE rating in the 1991 model year, the National Highway Traffic Safety Administration said in its 16th annual report to Congress on fuel economy. Those 14 companies accounted for 70 percent of the cars sold last year, NHTSA said.

The Big 3 combined improved 0.5 mpg for all cars classified as domestic, rising to 27.4 mpg. The fuel economy of imported cars, including those sold by the Big 3, remained at 29.8 mpg, the same as the 1990 model year, NHTSA reported.

As a result, the CAFE gap between domestic and imported cars shrank to its narrowest point ever, a 2.4 mpg difference, the agency said.

The overall fuel economy of light trucks also improved last year, increasing from 20.7 mpg to 21.3 mpg. Domestic trucks improved 0.7 mpg to 20.9; imported trucks stayed the same at 23.0 mpg.

Passenger car manufacturers are required to achieve an average of 27.5 mpg.

The light-truck standard of 20.2 mpg will rise to 20.4 mpg in the 1993 model year and 20.5 mpg for 1994.

While Ford's domestic fleet jumped 1.4 mpg to 27.7, Ford imports improved 1.6 mpg to 34.0. Both the domestic and imported fleet improvements were the result of model changes, said David Kulp, manager of Ford's fuel-economy planning and compliance department.

When Ford began building its new Tracer subcompact in Mexico in early 1990, the car joined Ford's domestic CAFE fleet because it had more than 75 percent North American content. The previous Tracer had less than 75 percent content and was classified as an import.

PASSENGER CAR FUEL ECONOMY
Model year CAFE (mpg)

Manufacturer*	1991	1990	1989
Chrysler	27.5	27.4	28.0
Ford	27.7	26.3	26.6
GM	27.2	27.1	27.2
Big 3 average	**27.4**	**26.9**	**27.1**
BMW	23.2	22.2	22.2
Chrysler Imp.	28.8	28.9	30.3
Daihatsu	43.4	41.0	44.1
Ford Imports**	34.0	32.4	31.5
GM Imp.***	31.8	32.1	37.1
Honda	30.4	30.8	31.6
Hyundai	32.9	33.3	33.4
Isuzu	34.2	33.5	35.8
Mazda	30.1	30.2	29.8
Mercedes-Benz	22.4	21.4	21.4
Mitsubishi	30.3	30.4	31.4
Nissan	28.9	28.5	30.4
Peugeot	25.9	25.1	25.5
Porsche	21.1	21.7	23.0
Sterling	25.2	24.9	23.6
Subaru	28.2	27.8	32.5
Suzuki	43.2	46.5	36.9
Toyota	30.6	30.8	32.1
Volvo	25.3	25.1	25.0
Volkswagen	29.7	29.1	30.4
Yugo	34.6	34.0	33.6
Import average	**29.8**	**29.8**	**30.7**
TOTAL FLEET ECONOMY	**28.3**	**28.0**	**28.3**
FUEL ECONOMY STANDARDS	**27.5**	**27.5**	**26.5**

*Manufacturers of fewer than 10,000 passenger cars annually that have requested alternative fuel economy standards are not listed.
**Includes Jaguar production for 1990 and 1991.
***Includes Saab production for 1990 and 1991.
Source: NHTSA

Since NHTSA's figures are sales-weighted, the 18-month 1991 model year for the Escort/Tracer played a big role in boosting Ford's CAFE for the year.

In addition, Ford introduced its 1992 Crown Victoria/Grand Marquis models early in the 1991 calendar year. The shortened 1991

see CAFE, 35

Saturn now tells dealers to wait on new stores

PHIL FRAME
Staff Reporter

"We're just altering the timetable."

DONALD HUDLER
SATURN VICE PRESIDENT

After telling its dealers just two months ago to speed development of additional stores, Saturn Corp. now is asking them to slam on the brakes.

There is no production problem at the plant in Spring Hill, Tenn., that is limiting supply of cars, said Donald Hudler, vice president of sales, service and marketing. The plant is building more cars than it was two months ago, while internal quality audits have improved, Hudler said.

Hudler's reason for delaying new points: 98 percent of Saturn's dealers are profitable, and the ones that aren't have not had time to be — they've been open less than 90 days.

Who would want to tamper with a near-perfect record of profitability?

"We've gone through this great dilemma: 'What's the right number of stores?' " Hudler said.

Saturn had been worried that cars would stockpile at the 2,450-acre Spring Hill manufacturing complex after workers agreed to step up production by adding a day of overtime to their work week.

At February's National Automobile Dealers Association convention in Dallas, Saturn officials asked the retailers to expand more quickly so the plant workers who voted overwhelmingly for the extra work day wouldn't feel their commitment was in vain. Originally, Saturn did not plan to add the fifth work day until next year.

In February, the plant produced 900 cars per day on two 10-hour shifts, five days a week.

Now, the plant is building 925 to 930 cars per day, about 82 percent of its capacity of 1,125 to 1,130 cars. Some days, the plant has built 1,000 cars, Hudler said.

Nonetheless, current capacity is 120 to 125 cars fewer than the 1,250 per day Saturn had planned to have at this point, according to a 1990 production plan. Based on the 1990 plan, Saturn anticipated building 21,250 cars in April 1992 using a four-day week with two

see SATURN, 32

A KINDER, GENTLER TOYOTA

Criticism prompts more discreet posture

RICHARD JOHNSON
Staff Reporter

TOKYO

Toyota Motor Corp. executives in Japan are anxious to move the carmaker out of the line of fire in the United States.

Executives here say they recognize that Toyota, amid increasing criticism of Japanese business practices worldwide, must adopt a more discreet posture in the United States.

"Certainly, compared to 10 or 20 years ago, we are seeing more pressure and allegations," said Toshiaki Taguchi, general manager of Toyota's North America Division, in a recent interview in Tokyo.

Toyota still aims to sell 1.5 million vehicles a year in the United States, Taguchi said, but the previous mid-decade target date is now fuzzier.

"Probably the growth pattern will not be as steep as we once wished," said Taguchi, who oversees marketing activities in North America and has done two stints in the United States.

Growth will be slower and will be balanced with other considerations, Taguchi said.

"It's now a new world. Japan's relationship with the United States and the European Community is different from what we have seen in the past," he said.

"We naturally have a certain long-term commitment and objectives, but we are a flexible company. In North America and Europe, we want to be regarded as good corporate citizens."

Taguchi said Japanese carmakers overall will be hard-pressed to maintain their 30 percent share of the U.S. passenger-car market. The American carmakers will be the biggest beneficiaries when the market recovers, and they know it, he said.

Taguchi said the sharp decline in the market and soft U.S. economy has led to the current political climate, which he described as "the most difficult time for us." But, he said, "the pendulum is shifting."

"When the market comes back, we know — and I think the Big 3 know — that . . . most of the additional sales in 1993, 1994 and 1995 will go to the domestics," primarily because Japanese makers do not have the capacity of the Big 3 companies.

Taguchi projects a U.S. passenger-car market of 10 million to 11 million units by mid-decade, an assumption that would require Japanese sales of about 3.3 million units to maintain their current 30 percent share.

"If Japanese brands as a whole reach that level, it would be a very fantastic job," he said. "Personally, I think 30 percent-

see TOYOTA, 33

HOEBEL MAGEHAMS & LEHMANN

In March, Toyota said the new pickup would go on sale this year. Now, it says a decision has not been reached.

Toyota backtracks on mid-sized pickup

RICHARD JOHNSON
Staff Reporter

TOKYO — Toyota Motor Co. executives stressed here last week that the company still has not decided to build an intermediate pickup truck — despite pronouncements by the company's U.S. sales arm.

Officials of Toyota Motor Sales U.S.A. Inc. said in March that the company will bring in a mid-sized pickup late this year for sale as a 1993 model.

"We are studying intermediate trucks right now," Toshiaki Taguchi, general manager of Toyota's North America Division, said last week. "(We're) close to coming to a decision."

But he stressed that any "final decisions" have not been made.

"We are still trying, hopefully, to be able to offer (a pickup) to the American public in the near future. (But) final, final decisions — we are still waiting."

Toyota's desire to enter the 110-inch-wheelbase-and-up truck class is spurred by falling sales of its current model. But entry into a larger pickup segment also would exacerbate trade friction, since it would target one of the last strongholds of the U.S. Big 3.

"It is a difficult decision," said Taguchi. "We appreciate this is a sensitive product area. While it is not direct competition to the full-sized American trucks' performance — the specifications are different — we are still very cautious at this time."

The Toyota truck would fit between such compact models as the Ford Ranger and full-sized trucks like the Ford F series and General Motors' C/K line. The Toyota truck is expected to be offered with a V-6 initially and a V-8 option later.

Taguchi said production of a new pickup "most likely" would begin in Japan and shift later to the United States.

"Consideration will be given to find a way to build it in America," he said.

Many expect that the intermediate pickup truck will eventually be built at New United Motor Manufacturing Inc., the Toyota-General Motors joint venture plant in Fremont, Calif.

The joint-venture agreement ends in 1996, and it is believed that Toyota will acquire control of the plant at that time. Toyota began building compact pickups at NUMMI last year.

But Taguchi said it is too early to discuss Toyota's NUMMI intentions: "That is still about four years away. When the time comes, Toyota and General Motors will figure it out."

GM, Ford profitable but cautious

CHARLES M. THOMAS
Staff Reporter

General Motors and Ford Motor Co. posted meager first quarter profits after a long and crippling earnings drought, but company officials aren't celebrating yet.

Officials from both companies expressed cautious optimism, saying there is a long way to go to improve financial performance in North American operations despite modest gains in the economy and a moderate increase in vehicle sales.

Chrysler Corp. reported a net loss of $13 million in the first quarter, citing new-product launches and the weak economic rebound.

Without the sale of some shares in Mitsubishi Motors Corp. for a profit of $88 million, and changes in accounting methods which gave the company a one-time gain of $218 million, losses at Chrysler would have been deeper.

The Big 3 said higher retail sales, fewer fleet sales, cost-cutting and lower marketing expenses bolstered earnings.

Analysts weren't surprised that GM reported profits despite a consensus earlier in the year that the beleaguered automaker would lose money in the first quarter.

FIRST QUARTER FINANCIAL RESULTS

	Total sales (millions)	Net income (millions)
GM	$32,043.00	$179.3
Ford	$24,557.50	$338.0
Chrysler	$ 8.19	$ (13.0)

Source: Manufacturers

For the last month, GM officials had hinted at a turnaround. Yet, analysts declined to predict what is ahead for the automaker because GM has announced plans for a public stock offering — the largest in U.S. history — to raise upward of $2.4 billion. The offering will enhance GM's balance sheet and credit ratings, which have been downgraded in recent months. Plans call for an issue of 50 million shares of common stock.

GM had a net profit of $179.3 million on revenues of $32.0 billion in the first quarter, breaking a six-quarter string of earnings losses.

This compares to a 1991 first quarter net loss of $144 million, which GM has now restated after taking advantage of $942 million in accounting changes and the sale of its New York office tower.

In first quarter 1991, GM had reported $1.1 billion in losses.

"The corporation's positive $1.3 billion improvement in earnings, excluding non-recurring items, is due principally to improvements in our North American automotive operations," said Chairman Robert Stempel. He said operations benefitted from increased factory sales to dealers, manufacturing efficiencies, lower incentives, reductions in raw material costs and a better retail-fleet mix.

Still, GM's North American operations suffered a loss of nearly $1 billion, said one analyst.

The automaker's subsidiaries continued to steam ahead. General Motors Acceptance Corp. reported first quarter earnings of $354 million. Electronic Data Systems Corp. posted record profits of $133 million and GM Hughes Electronics Corp. posted earnings of $181 million in the first quarter.

FORD

Ford earned $338 million on revenues of $24.5 billion, compared with a 1991 first quarter loss of $884 million. It was the first profitable quarter for the automaker since third quarter 1990.

"Dealers and retail customers are ordering vehicles at a much greater pace," said David McCammon, treasurer and vice president of finance. But he said the "profit level is below what is required in the long run."

The automaker's cost cutting and reduction in marketing expenses gave a boost to earnings. McCammon said marketing costs as a percent of revenue fell to 13 percent from 17 percent a year ago.

Incentives dipped to $1,000 per vehicle in the first quarter compared to $1,150 in the fourth quarter. And he said there has been a switch from fleet sales to retail sales which boosted profits.

McCammon said the company lost money in Australia and South America in the first quarter. And Jaguar continues to be a drain on the corporation.

Ford's worldwide automotive operations earned $85 million in the first quarter, compared with losses of $1.2 billion a year ago. U.S. automotive operations earned $57 million compared with losses of $947 million a year ago.

The financial services group earned $253 million, down 18 million from a year ago.

Ford Motor Credit Co. reported earnings of $210 million, down 12 percent from the all-time record in the first quarter 1991.

CHRYSLER

Chrysler officials said costs associated with the launch of the Dodge Viper, Jeep Grand Cherokee and preparations for the upcoming LH launches hurt profits.

Although the company reported a net loss of $13 million on revenues of $8.19 billion for the first quarter, without the accounting change losses would have been $231 million.

For first quarter 1991, Chrysler reported a net loss of $598 million, including a change in the way it accounts for incentives.

Chrysler Financial Corp.'s first quarter earnings of $111 million included a one-time gain from an accounting change.

Bushell pleads guilty in DeLorean case

EDWARD LAPHAM
Managing Editor

Former Group Lotus Chairman Frederick Bushell last Thursday pleaded guilty in Crown Court in Belfast, Northern Ireland, to one count of conspiracy to defraud DeLorean Motor Cars Ltd. Bushell, 64, is scheduled to be sentenced June 12.

Bushell pleaded guilty to conspiring with one-time automaker and former General Motors executive John DeLorean and Lotus Cars founder Colin Chapman to defraud the government-backed automaker of $17.65 million. Bushell alone was charged because the U.S. government has declined to extradite DeLorean, and Chapman died in December 1982.

The British government brought charges against Bushell in July 1989 after documents showed that $490,000 in project funds had been diverted to a Swiss bank account in Bushell's name.

In 1978, the British government agreed to fund a Belfast factory for DeLorean's stainless steel gullwing sports cars. Output began in February 1981, but the project collapsed into bankruptcy in 1982. Fewer than 10,000 cars were built.

The British government, and earlier the U.S. government, charged that DeLorean, Bushell and Chapman used a spurious Swiss firm to divert $17.65 million intended for research and development. Of the missing money, $12.5 million was raised by U.S. investors and $5.15 million was part of the British government's $140 million economic package.

In 1986, DeLorean was acquitted of related fraud and racketeering charges after a three-month trial in federal court in Detroit.

DeLorean is still wanted in Britain on fraud charges and will be arrested if he sets foot on British soil, according to the Serious Fraud Office in London.

The receivers of the bankrupt Belfast manufacturing company have continued efforts to recover the government's investment.

John DeLorean and Lotus Cars, now owned by General Motors, have settled civil lawsuits. A civil lawsuit is pending in London against Bushell and Chapman's estate.

The receivers also have a $450 million lawsuit pending against accounting firm Arthur Andersen, which audited the DeLorean project. The suit in federal court in New York charges that the accounting firm should have been able to uncover the fraud. Former British Prime Minister Margaret Thatcher was subpoenaed and earlier this year gave a deposition in that case.

FORD PROBE FOR 1993

Model	Wheelbase (inches)	Length (inches)	Width (inches)	Height (inches)	Curb Weight (pounds)	Base engine	Drive type	Body styles
Base	102.9	178.9	69.8	51.6	2,619	2.0L, DOHC, I-4	fwd	3-dr.
GT	102.9	178.9	69.8	51.8	2,815	2.5L, DOHC, V-6	fwd	3-dr.

Sculptured '93 Probe gets more features

KATHY JACKSON
Staff Reporter

LOS ANGELES — Ford Division officials won't be specific, but they say there won't be much of a price boost when the 1993 Probe bows July 9.

The price will increase to account for added equipment such as a standard driver-side airbag and a bigger engine, but on a comparable equipment basis, Ford plans to hold the line.

"There will be good value," said Jim Padilla, small-car segment director for car product development. Pointing to a Honda Prelude, one of Probe's competitors which retails for $16,550 with standard driver-side airbag, Padilla said Probe's prices "will be much lower than that."

Base prices of the 1992 Probes range from $12,257 to $14,857.

For 1993, Probe will offer two models rather than its current three — a base model and a GT.

The 1993 Ford Probe's motorized seat belts are eliminated with the addition of standard driver-side airbags; anti-lock brakes are optional.

The new models are lighter, quicker, offer 3 mpg better fuel economy and have a more cab-forward look than their predecessors. More safety features are offered.

The base model is powered by a 2.0-liter, dual-overhead-camshaft 16-valve four-cylinder engine that generates 115 horsepower, compared to the 110 hp the current base models put out.

The GT gets a 2.5-liter, dohc 24-valve V-6 that delivers164 hp. The 1992 LX and GT turbocharged models generate 145 hp.

To achieve the more cab-forward look, Ford designers reduced the cowl height three inches and pulled the base of the windshield forward four inches.

On the inside, there is a new design with a wraparound instrument panel. The center console armrest with storage area and cup holder is standard on the GT and optional on the base model.

Jon Baker, Probe program manager, says Ford expects to sell 150,000 Probes by the end of the 1993 calendar year, with 35,000 of those sales exports.

Another goal is to decrease fleet sales as a total percentage of Probe deliveries. Steve Odell, marketing plans manager for Ford Division specialty cars, says the current mix is about 60 percent retail, but the division would like to increase retail to 70 percent or 80 percent.

Chrysler sees 250,000 minivan sales in Europe by mid-'90s

DIANA T. KURYLKO
Staff Reporter

GRAZ, Austria — Chrysler Corp. expects to sell 200,000 to 250,000 minivans a year in Europe by the mid-1990s, supplying at least half the volume from its new plant here, Chairman Lee Iacocca said last week.

"The first-generation Voyager in 1984 assured our survival in the United States, and the second generation, I think, will assure our survival in Europe," Iacocca said at the dedication of the Eurostar plant, a joint venture with Steyr-Daimler-Puch GmbH.

Chrysler has half the minivan market in the United States, and "I hope we can do 50 percent here," Iacocca said.

He said the European minivan market will easily expand to 800,000 units a year by 1999 from about 75,000 to 80,000 in 1991.

His forecast is based on Chrysler's rapid penetration of the European segment. In four years, Chrysler has captured 21 percent of the European minivan market, and that was accomplished with imported minivans and no diesel engine, Iacocca said.

Because of the diesel's popularity in Europe, where gasoline engines above 2.0 liters are heavily taxed, Chrysler will install a new Italian-built turbodiesel engine in the Voyager. Production of the 2.5-liter diesel Voyager began last week, and Iacocca said he expects it to account for 60 percent of the production at Eurostar.

The new $2.2 billion Eurostar plant has a production capacity of 50,000 units a year and can be expanded to 100,000 without a major addition to the facility, Chrysler says.

That capacity would imply the need for Chrysler to import as many as 150,000 minivans a year from North America if Iacocca's projections are on target. Chrysler's two minivan plants in North America are operating near capacity, and it is not clear where the additional units would come from.

Several of Chrysler's distributors attending the dedication ceremony said they doubted that Iacocca's sales projections could be met. They said the company lacks the extensive European dealer network of its competitors, particularly Renault, maker of the top-selling Espace minivan.

Chrysler is likely to have 1,500 dealers in Europe by next year. But the company started selling in Italy — the second largest market in Europe — only last month.

Great Britain, also one of the biggest markets, will get left-hand drive Jeeps beginning in October. But there are no plans to sell the Voyager in the United Kingdom.

A distributor has yet to be signed in Spain, another major market.

Iacocca also confirmed that another vehicle, possibly a Jeep, could be built at Eurostar by expanding the plant.

Toyota trims build at advanced Tahara plant

Japan sales slump forces shift cut

MARY ANN MASKERY
Staff Reporter

TOKYO — Toyota Motor Corp.'s decision to trim production because of slumping demand in the home market has hit its newest and most advanced plant.

Officials say they don't know when the plant, designed to build more cars more efficiently, will now be able to prove its mettle.

The addition to the Tahara plant was built at a cost of more than 50 billion yen (about $380 million). The addition started up last fall with the introduction of the new Crown Majesta and the Aristo.

The plant, which has an annual build capacity of 396,000 units, had been operating on two shifts. But Toyota cut production to one shift at Tahara's No. 4 assembly plant two weeks ago, and has slowed assembly on other lines.

Analysts say the move could affect Aristo production and derail plans to ship it to the United States. The Aristo is widely expected to be exported to the U.S. market as a new Lexus.

Toyota will not say how long the one-shift operation will continue at Tahara. Until it returns to full capacity-use, however, several labor-saving innovations that Toyota officials call world firsts are going to waste.

For one, the plant houses a 5,200-ton stamping machine that Toyota says is the biggest in the world. The unit can turn out side panels as long as 13.2 feet, and can handle metal sheets of varying thickness at the same time.

In addition, operations for brazing, finishing and fitting of doors, hoods and luggage lids are fully automated, believed to be a world-first.

Other companies have developed automated fitting operations, says Tahara General Manager Kazuhiro Sadamura, but "we believe we are the most advanced."

On final assembly, robots are used to attach engines to chassis, and to position wheels and seats. Robots also install air conditioning units, considered another industry first.

Toyota, which has not relied heavily on automation, averages just 5 percent on final assembly in most of its plants. The ratio at the new plant, however, is about 15 percent.

But Sadamura says the percentage of automation is unimportant.

"In the past, we attached importance to the percentage of automation," he says. "But recently, we have come to think of the figures as meaningless."

Instead, Sadamura wants to emphasize effects in the work place. The object of more automation, he says, "is to improve the environment by eliminating difficult work."

Besides a better work environment, another goal of the new technology is improved quality. Posters in the plant advise workers and visitors of "the relentless pursuit of perfection."

Hiromitsu Hayashida, Toyota's general manager of manufacturing, says the new automation, particularly in the fitting process, has reduced the need for make-overs by 30 to 50 percent.

And since many of the procedures are handled by robots rather than human hands, the damage from scratches has been cut by 50 percent.

When all of this will be put to use in full production is not clear.

Says Sadamura, "That depends on the economy."

TOYOTA

North America chief sees pendulum shift

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plus of an 11 million-car market will be very difficult to attain."

While the new cap of 1.65 million units on Japanese exports to the United States, which was agreed to April, "will not damage our operations," Taguchi said it will limit flexibility when the market demands more cars.

"If the market goes up and the supply capacity of the domestics is not in line with demand, I think American consumers may face a shortage of certain models," he said.

Toyota had already backed off from its long-standing goal of selling 1.5 million units in the United States by the middle of the 1990s.

"I know that in '92, '93 or '94 it will be very difficult to reach that level of sales," said Taguchi. "But our philosophy is not just volume, but how to make our operation more Americanized and also make our dealers more competitive."

Taguchi, rebutting recent press reports, also insisted that adopting a lower profile in the United States has nothing to do with the personalities who will take over U.S. sales operations next month.

Next month, Yale Gieszl, 50, will succeed Robert McCurry as executive vice president of Toyota Motor Sales U.S.A., and Shinji Sakai, 55, will succeed Yuki Togo as president.

Togo, who is 67, will become chairman; the 68-year-old McCurry will become vice chairman.

"Mr. Sakai and Mr. Gieszl may seem from the outside like a big change," said Taguchi.

"Their style of speech or communication may be different, but the basics will be the same. Even if Mr. Togo and McCurry were still in the driver's seat, this is an era in which we are becoming more sensitive."

Taguchi said McCurry and Togo's new duties will be announced in early June.

McCurry will not be active in day-to-day operations, but will have "a different role," Taguchi said. However, even with the strong-willed McCurry out of the daily picture, Toyota's Japanese managers say they will not use the opportunity to exert more influence on U.S. operations.

"Frankly, I don't see it," said Taguchi. "Toyota U.S.A. has certain responsibilities and . . . authority, and I think Mr. Sakai and Mr. Gieszl will continue (to exercise them)," he said.

Taguchi said Toyota USA would become "more sensitive and more responsive to the needs of society . . . even if Mr. Togo and McCurry hypothetically were still in the same positions."

And he said that Togo and McCurry had been "advocating more Americanization, more involvement in America, like manufacturing and engineering, while promoting our sales very strongly."

Taguchi said that the 1.5 million goal was only "one part" of the company's vision of how to be a better company in America.

"It is not a set, fixed objective," he said. "So we will try to be a better company. And if the market grows, and there is a more harmonious relationship in the industry . . . in the long-term we may be able to reach that."

In setting that goal for the United States, Toyota officials in the past had said that half the total would be built locally.

Toyota is now set to reach a North American production capacity of about 700,000 units a year by mid-decade. That would expand if the company takes 100 percent control of its New United Motor Manufacturing Inc. joint venture in Fremont, Calif., with General Motors in 1996.

Taguchi said, however, that the company sees no need for additional capacity in North America.

"Not right now," he said. "We are trying to maintain the 1 million-plus volume sales for the Toyota and Lexus franchises combined, and reasonable growth."

Over the long-term, Lexus sales in the United States may grow faster than Toyota, he said.

"We sold about 70,000 Lexus last year, so we are hopeful that we will be able to go over 100,000 by the mid-'90s," he said.

That is a more cautious view than U.S. estimates that the 100,000 figure can be reached this year. Taguchi doesn't think that will happen in 1992.

He also said that the current U.S. dealer count — 1,180 Toyota points and about 150 Lexus dealers — is adequate.

"We are pretty well covered," he said. "Lexus may need some more smaller points (in more rural markets), but in the major cities we are covered. But volumewise, we won't add so many."

This year, Taguchi said he hopes Toyota will do "a little better" than its 1991 sales of 1,004,000 vehicles in the United States.

"I think our overall business is doing very well in very soft market conditions," he said.

Although Toyota joined most other Japanese makers in raising U.S. prices last month, Taguchi said it is too early to gauge the impact on sales.

One Tokyo auto analyst, Koji Endo of S.G. Warburg Securities, speculated recently that the Japanese may raise prices twice more in 1992.

But Taguchi hopes it doesn't happen.

"The exchange rate was one of the strong factors in the pricing of our products, and the yen has since come back to the 133 level from 125," he said.

"Any pricing action will depend on the situation, but personally I hope we will be able to go into the 1993 model year with today's prices."

Taguchi said the political climate was only "a very small factor" behind the price increase. "We are doing business."

Car sales jump 52.1% in Mexico

MEXICO CITY — Vehicle sales boomed in Mexico in March, led by a 52.1 percent increase in car sales.

Mexico's Big Five automakers sold 66,472 cars and trucks in March, a 39.8 percent gain over March 1991. But much of the surge can be explained by a rule change that ended tax deductions for company-provided cars, said Carlos Lukac, a vice president with the Booz-Allen Hamilton Inc. consulting firm in Mexico City.

Mexican firms have freely issued cars to white-collar employees as a form of compensation, Lukac explained. But beginning March 1, companies can take the tax deductions only on vehicles that stay on company property overnight.

As a result, many white-collar employees who used to have company cars went shopping for their own new cars in March, he said.

The biggest gains were posted by General Motors and Chrysler; each jumped about 90 percent from 1991. Ford, Nissan and Volkswagen also had very strong months.

Mexican production kept pace. The Big Five's car and truck output for the Mexican market rose 45.9 percent. Their export production, most headed for the United States, rose 55.6 percent.

MEXICO CAR AND TRUCK SALES

	March 1992	March 1991	3 mos. 1992	3 mos. 1991
Cars	7,164	3,763	20,484	12,753
Trucks	5,103	3,907	12,373	13,040
Imports	48	165	294	332
CHRYSLER	**12,315**	**7,835**	**33,151**	**26,125**
Cars	5,803	4,266	15,802	14,699
Trucks	5,568	4,659	15,490	13,849
Imports	0	245	0	1,403
FORD	**11,371**	**9,170**	**31,292**	**29,951**
Cars	5,465	2,902	12,547	9,455
Trucks	5,975	5,677	17,165	16,347
Imports	684	446	1,288	1,268
GM	**12,124**	**9,025**	**31,000**	**27,070**
Cars	8,599	6,267	22,377	20,076
Trucks	3,338	2,481	9,025	8,233
Imports	272	127	746	648
NISSAN	**12,209**	**8,875**	**32,148**	**28,957**
Cars	17,158	11,863	43,083	35,005
Trucks	1,295	794	3,702	2,595
Imports	0	1	2	53
VOLKSWAGEN	**18,453**	**12,658**	**46,787**	**37,653**
Cars	44,189	29,061	114,293	91,988
Trucks	21,279	17,518	57,755	54,064
Imports	1,004	984	2,330	3,704
TOTAL BIG 5	**66,472**	**47,563**	**174,378**	**149,756**
OTHER*	**2,984**	**1,917**	**7,757**	**5,868**
TOTAL INDUSTRY	**69,456**	**49,480**	**182,135**	**155,624**

*Truckmakers Dina, Kenworth, Mexicana de Autobuses, Mercedes-Benz, Victor Patron and Trailers de Monterrey; includes tractor trailers and buses.
Source: Mexican Automotive Industry Association

MEXICO CAR AND TRUCK PRODUCTION

	March 1992	March 1991	3 mos. 1992	3 mos. 1991
Cars for Mexico	7,342	3,599	20,739	12,628
Cars for export	5,671	4,010	18,883	16,621
Trucks for Mexico	5,489	3,452	12,933	13,142
Trucks for export	1,981	328	7,114	1,185
CHRYSLER	**20,483**	**11,389**	**59,669**	**43,576**
Cars for Mexico	5,709	4,400	16,248	4,562
Cars for export	14,585	5,813	30,008	18,644
Trucks for Mexico	5,541	4,394	15,941	13,639
FORD	**25,835**	**14,607**	**62,197**	**36,845**
Cars for Mexico	6,327	3,038	14,048	8,665
Cars for export	5,269	6,348	16,946	14,013
Trucks for Mexico	6,554	5,214	18,552	16,372
GM	**18,150**	**14,600**	**49,548**	**39,050**
Cars for Mexico	8,596	6,238	22,380	20,105
Cars for export	1,267	1,094	5,282	3,328
Trucks for Mexico	3,350	2,485	9,043	8,235
Trucks for export	1,049	453	2,621	1,285
NISSAN	**14,262**	**10,270**	**39,326**	**32,953**
Cars for Mexico	14,864	11,226	41,869	34,384
Cars for export	4,577	4,056	15,869	13,148
Trucks for Mexico	1,438	646	4,072	2,674
VOLKSWAGEN	**20,879**	**15,928**	**61,810**	**50,206**
Cars for Mexico	42,838	28,501	115,284	80,344
Cars for export	31,369	21,321	86,990	65,754
Trucks for Mexico	22,372	16,191	60,541	54,062
Trucks for export	3,030	781	9,735	2,470
TOTAL BIG 5	**99,669**	**66,794**	**272,550**	**202,630**
Trucks for Mexico	2,503	2,117	7,208	6,156
Trucks for export	0	0	0	0
OTHER*	**2,503**	**2,117**	**7,208**	**6,156**
TOTAL INDUSTRY	**102,112**	**68,911**	**279,758**	**208,786**

*Truckmakers Dina, Kenworth, Mexicana de Autobuses, Mercedes-Benz, Victor Patron and Trailers de Monterrey; includes tractor trailers and buses.
Source: Mexican Automotive Industry Association

Service pros laud '92 Eldo, Seville

DALE JEWETT
Service Editor

The longest look service managers at many Cadillac dealerships are getting at 1992 Sevilles and Eldorados is the period from when the cars are unloaded from the transporter to when they are delivered to the buyer.

"The new cars have made life a lot easier than the ones Cadillac was building in the mid-'80s," says Phil Lynch.

Contacted late last week, more than a dozen service managers around the country praised the initial quality and reliability of the new Cadillacs. None reported any serious problems.

Nor were any service managers alarmed by the fact that Cadillac has issued several service bulletins in recent months relating to problems with the Eldorado and Seville.

"I've gotten used to seeing a lot of bulletins," said Ken Presswood, service manager at Lone Star Cadillac in Dallas. "Sometimes I feel we kind of get bulletined to death, but it shows how sensitive the manufacturers are to quality and getting problems fixed quickly."

Ricky Pope, service manager at Cobb Pontiac-Cadillac in Montgomery, Ala., said service bulletins are common. "We kind of expect a lot of bulletins, not only because it's a new car but because it doesn't have to be a big (repair) issue for Cadillac to put out a bulletin," Pope said.

"We have had one come back in the 20 or so we've sold, except for oil changes and routine maintenance," said Kelly Sarver, service manager at King Coal Chevrolet Co. in Oak Hill, W.Va.

Several service managers said most early repairs centered on fit-and-finish concerns that are typically discovered during the pre-delivery inspection.

"I'd have to say I've been pleasantly surprised. We had one come in with a cowl leak from early on in production, but we caught that in the prep process," Presswood said.

"We don't see a lot of them back in the shop. In fact, a couple of months a go I went up front to check to see how many Sevilles and Eldorados we had sold because we weren't seeing them back here and I was afraid they weren't selling well," he added.

"About the only problem we've seen coming from the factory is loose rear bumpers on some Sevilles, but we're taking care of that," Pope said.

"The fit-and-finish concerns are real common with a new model," said Phil Lynch, service manager at Capital Cadillac in Smyrna, Ga. "It seems the factory needs three to four months to learn all the changes for building them.

"But the owners love the car, and fit-and-finish is a bit of a subjective area. What one person thinks is a flaw doesn't bother another," Lynch said. "The new cars have made life a lot easier than, say, the ones Cadillac was building in the mid-'80s, when the quality was not up to the standards that we wanted it to be."

Keith McCallister, service manager at Superior Cadillac-Oldsmobile in Huntington, W.Va., said he hasn't seen any of the problems in the service bulletins.

"Just this week, we've had one come in with a high-pitched whine you hear only from certain parts of the car," he said. "It sounds like a vacuum leak, and the customer is bringing it back next week. We think we can get it solved.

"Usually when you have such a big change with a car line, you have problems with body fit and noise," McCallister said. "But they've really done their homework with this car."

Cadillac service bulletins

- Cracking of front outside door handles
- Bumper fit
- Door rattles (Eldorado only)
- Loose sun visor mounting
- Creaking noise from body mounts (also on Allante)
- Condensation in rear taillamps (Seville only)
- Water dripping into trunk from license plate cover (Eldorado only)
- Roof panel noise (only Sevilles without sunroof)
- Noisy lumbar motors
- Intermittent stalling, rough idling, engine hesitation (1990-1992 models, including DeVille and Fleetwood)
- Intermittent no-start (1989-1992 models, includes Allante, DeVille, Fleetwood)
- Interior window fogging
- Excessive brake pedal travel to activate brake lights or disengage cruise control (also on Allante)

CADILLAC

Nagging faults for Seville, Eldorado

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said. "If you look at these items, they are the kind of things we might not have informed people about in the past. Now, we think these are the things that separate you from being good and being world class."

It could not be determined how many of the 1992 Sevilles and Eldorados may be affected. Only a few of the bulletins provided vehicle identification numbers for cars that may be involved.

O'Neill said he didn't know the actual number of cars with problems, but he said relatively few have gotten into customers' hands. Many of the early production models that had problems were kept in internally controlled fleets, and other cars with problems were caught and corrected before they were shipped, O'Neill said.

Cadillac claims most of the problems were discovered early in production, and fixes were prescribed. Service bulletins inform dealership service technicians how to correct the conditions on cars that have been delivered.

One bulletin on door rattles covers only Eldorados and indicates that only the first 4,152 built could experience a problem. Another bulletin covers excessive brake pedal travel needed to activate brake lights or disengage the cruise control. It indicates that the first 1,454 Eldorados and the first 3,333 Sevilles might be affected. And a bulletin on window fogging indicates that the first 12,027 Sevilles and the first 9,101 Eldorados may experience the condition.

The corrections are being made in the assembly plant so that cars are not delivered with the problems that have been identified, O'Neill said.

"I wouldn't say all of the problems are corrected, but the causes have been identified and the fixes are under way," O'Neill said. "I do not believe any of those are going out of the plant at this time."

Service managers contacted by *Automotive News* report few problems or complaints with the new Sevilles and Eldorados.

The fixes are adding to the time it takes to manufacture cars at the Hamtramck plant, and that makes the plant less efficient, O'Neill acknowledged. "It's certainly not the way you want to do it," he said. Some of the corrections require design changes that cannot be implemented until verified, approved and funded. Until then, workers will continue to make the interim fixes prescribed for the problems.

"This simply means that as we have accelerated and improved, we found conditions that could be found on the cars," O'Neill said. "Are we concerned? Yes. Are we improving? Yes."

O'Neill said the performance of Sevilles and Eldorados in internal customer satisfaction surveys is evidence that the problems haven't been widely experienced.

"The numbers are coming in higher than any other we've had at Cadillac, equal to Lexus and Infiniti," O'Neill said.

He said Seville buyers indicate they are 96 percent satisfied with their cars, and Eldorado buyers are 95 percent satisfied. That compares with a 96 percent approval rating for Lexus and 95 percent for Infiniti, O'Neill said.

It's also a big improvement for Cadillac since the early 1980s, when its Customer Satisfaction Index numbers were running in the low 80 percent range, O'Neill said.

The Seville and Eldorado have proven to be hits for the division. Cadillac sold 17,289 of the 1992 Sevilles and 11,224 of the 1992 Eldorados through April 20. That compared with 16,587 Sevilles and 10,440 Eldorados during the 1991 model year through April 20.

About 56,000 firm dealer orders have been received for the two cars, and another 10,000 to 15,000 orders are anticipated, Cadillac said. Orders are running at three Eldorados for every four Sevilles.

That would exceed Cadillac's goal of selling 60,000 Sevilles and Eldorados in the 1992 model year.

IRS

Deal is in works on tax dilemma

continued from PAGE 1

said Robertson. "It will have a positive affect on a dealer's cash flow."

Strauss viewed talks with the IRS so far as a potential answer to a vexing industry problem: "We appreciate the willingness of the Treasury Department to continue their dialogue with us in an effort to rectify what we view as a very unfair application of a portion of the IRS code." He said the IRS recognizes that this is an unusual issue and has expressed a willingness to resolve it.

Both Robertson and Strauss said this is an example of industry and government working together to solve a potentially crippling industry problem.

For years dealers matched income and expenses on extended service contracts in the same tax period. But an IRS advisory two years ago said dealers should take the income in the year the contract is sold and then pro-rate the expense over the life of the contract.

Ford Motor Co. inadvertently triggered the issue with the IRS by changing its extended service contract program in 1985, making Ford and Lincoln-Mercury dealers the principals under their programs rather than the factory.

But extended service contracts sold by independent administrators and some foreign manufacturers also name dealers as the obligors on the contracts. And most extended service contracts sold by independents and domestic and foreign manufacturers on used cars name dealers as obligors.

The result is that dealers selling those kinds of extended service contracts also were caught in the net. Worse yet, the IRS told dealers the advisory was retroactive. Hundreds of dealers have been audited and assessed hundreds of thousands of dollars in back taxes and interest. Others are waiting for notification of an audit.

But the IRS has not applied the advisory uniformly. For example, more dealers in Oregon and Washington have been audited than dealers in Ohio or Illinois.

For extended service contract administrators, the stakes are even higher. They claim the change in how dealers account for costs and income creates a monopoly for the factory programs. Most factory programs are structured so the dealer is the agent, so the advisory doesn't apply.

Independent administrators can't change their programs to make the dealer the agent. It's contrary to most state laws regarding the sale of independently administered extended service contracts.

CAFE

Ford model changes end in 1.4 mpg gain

continued from PAGE 3

model year for those full-sized cars meant that they were less of a drag on Ford's domestic CAFE than usual.

Ford lowered the domestic content on the 1992 Crown Victoria/Grand Marquis to less than 75 percent. With the cars now in Ford's import fleet, Ford's import fleet average will fall when the 1992 figures are tallied.

Kulp said that while automakers continue their efforts to improve fuel economy, new safety and emissions standards — both of which add weight to cars — may work against improved fuel economy beginning with the 1996 model year. He noted that the continued move of consumers toward bigger, more powerful cars with more options also works counter to improved fuel economy.

But the NHTSA report suggests that the market trend shifted slightly during 1991. The market share of minicompact and subcompact cars grew 3.6 percentage points, while the proportion of large, mid-sized and compact cars declined 3.7 percentage points during the 1991 model year, NHTSA said.

The report did not speculate on what role the slumping economy might have played in those shifts.

Overall, curb weight was up 11 pounds per vehicle for domestics and 35 pounds per vehicle for imports. Performance, as measured by horsepower per 100 pounds of vehicle weight, was down slightly for domestic cars and up slightly for imports, NHTSA reported.

Companies that do not meet the CAFE standards are subject to fines. But the amount of fines can't usually be determined by a single year's performance because automakers are allowed to carry forward credits from other years and use credits retroactively.

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INCENTIVE WATCH— DEALER INCENTIVES

NEW PROGRAMS

TOYOTA (area served by Gulf States Toyota; expires June 2)

Camry Deluxe sedan (1992)	$500

CONTINUING PROGRAMS

AUDI (1991 models, no expiration date)

Audi 100 and 200	$1,500
Audi 90	$1,000

Rebates apply to models purchased by dealer from Audi of America port stocks.

BMW (no expiration date)

750iL (1991)	$10,000

CHEVROLET (expires May 4 on 1991 models, June 4 on 1992 models)

Corvette ZR-1	$2,000
Other Corvette	$1,000

CHRYSLER CORP. (1991-92 models; expires June 30)

Chrysler Imperial, New Yorker Fifth Avenue and Salon	$1,000-2,000, based on number sold
Dodge Dynasty	$1,000-2,000, based on number sold
Stealth	0-$1,000, based on number sold
Jeep Cherokee	$750

HONDA

Accord, Prelude (1991, no expiration date)	$500

ISUZU (expires June 30)

Impulse (1990-91)	$2,500
Impulse (1992)	$1,500
Impulse (1990-92, California and Southwest region)	$2,500
Stylus (1991)	$800-1,100
Stylus (1992)	$600-800
Stylus (1991, Calif.)	$800-2,000
Pickup (1990-92)	$500-1,500, based on number sold
Rodeo (1990-92)	$500-1,250, based on number sold
Trooper (1990-91)	$750

Dealer has the option of sharing rebate with buyer.

LOTUS (1991, no expiration date)

Elan	$5,000
Esprit Turbo	$11,000-15,000

NISSAN (expires May 4)

240SX (1991)	$1,000
Stanza (1992)	$1,000
Maxima GXE (1992)	$800
Sentra (1992)	$500
King Cab pickup (1992)	$1,000
Other pickups (1992)	$1,300

PEUGEOT (no expiration date)

405	$5,000
505	$6,000

PONTIAC (expires June 4 for 1992 models, May 4 for 1991 models)

LeMans	$1,000

PORSCHE (1991 models, no expiration date. To qualify for the following rebates, dealers had to buy two cars from port stock by Jan. 17.)

911 Carrera 2, 928	$9,500
911 Carrera 4	$13,500
911 Turbo	$14,000

SUBARU (expires June 2)

Legacy (1991)	$1,000
Legacy (1992)	
LS, LSi Sport Sedan	$500 or $1,500, depending on invoice date
All other	$1,000 or $1,500, depending on invoice date

SUZUKI (expires Aug. 3)

Swift (1992)	$400-700
Sidekick (1992)	$700-1,500
Swift (1991)	$700-1,000
Sidekick (1991)	$500-1,000

TOYOTA (expires June 2; 1991-92 models unless otherwise noted)

Corolla (1992)	$700-1,200, quota
Tercel	0-$500, quota
Pickups (non-base)	$400-1,000, quota
Pickups (base)	$700-1,300, quota

VOLKSWAGEN (no expiration date)

Passat (1991)	$1,500
Jetta, Fox, Golf (1991)	$500
All 1990 cars	$500-1,500
Cabriolet (1991, expires March 31)	$2,000

VOLVO (1992 models; expires May 31)

240-GL, 940-GL	$1,000

Wiper inventor tackles Chrysler alone

The Associated Press

DETROIT — Robert Kearns resumed his crusade against automakers for infringing on his invention of intermittent windshield wipers, acting as his own attorney in a Detroit federal courtroom last week.

Kearns has won his lawsuit against Chrysler Corp., but he says he can't afford the hundreds of thousands of dollars his attorneys charged him. So the 65-year-old former professor fired them.

Last week, he sought damages of at least $33 million from Chrysler for infringement of his patent on the intermittent wipers used in millions of vehicles.

Kearns won his lawsuit against Chrysler after a $10.2 million settlement from a case against Ford Motor Co. The next phase of the Chrysler trial — to determine damages — began last Monday.

"In the first half of the Chrysler trial, our attorneys billed us $1.8 million for six months' work," Kearns' son Dennis said.

Kearns argues that auto companies have made hundreds of millions of dollars from the intermittent wipers.

He hopes to convince jurors that Chrysler's infringement was intentional, Dennis Kearns said.

Before U.S. District Judge Avern Cohn, Chrysler attorney Deanne Siemer told jurors that intermittent wipers didn't make cars more attractive to consumers and didn't add any significant value. She held up a stack of documents to indicate that Kearns is one of a host of people who have worked on intermittent wipers.

"Dr. Kearns' patents are in this collection," she said.

"So are the patents of 194 other inventors of intermittent windshield wiper systems or things that are close to intermittent wiper systems."

Cases against General Motors and other defendants are pending.

Toyota distributor puts rebate on Camry

ARLENA SAWYERS
Staff Reporter

Toyota's crown jewel, the 1992 Camry, is carrying its first incentive. It is a regional rebate in the area served by an independent distributor.

On April 3, **Gulf States Toyota Inc.,** distributor in Texas, Louisiana, Arkansas, Oklahoma and Mississippi, began paying dealers a $500 incentive on Camry DX four-cylinder and V-6 models.

The program expires June 2, dealers say.

Gulf States Toyota is headquartered in Houston.

A dealer who did not want to be named said he was "shocked" by the incentive since the Camry is selling so well. He said he believes that the dealer cash is the distributor's way of saying "thanks" to dealers for a job well done.

Four General Motors divisions announced revisions to their consumer incentive programs last week.

In lieu of rebates, customers may choose finance rates of 2.9 to 6.9 percent.

Unless otherwise noted, customer rebates expire today on 1991 GM models and June 4 on 1992 models.

Chevrolet raised the rebate on the 1991 and 1992 Geo Prizm from $750 to $1,000 and on the 1991 and 1992 S/T Blazer from $1,000 to $1,500. Also, incentives on 1992 Geos and the 1991 Geo Storm have been extended through Sept. 23. Alternate financing of 6.9 percent for contracts up to 48 months applies.

Consumer rebates of $1,000 on the 1992 Roadmaster sedan and wagon have been added to **Buick's** program. The rebate on option packages for the 1992 Skylark and 1992 Regal has been increased $250 and now ranges from $500 to $1,250. On the 1992 Skylark only, the alternate finance rate is 3.9 percent for contracts up to 48 months.

GMC Truck announced adjustments to its consumer program that put the rebate range on 1991 and 1992 trucks at $400 to $1,500.

Pontiac is offering a finance rate of 4.8 percent for 48 months on the 1992 Bonneville and 2.9 percent for 48 months on the 1992 Sunbird.

Ending today are **Mazda Motor of America Inc.** customer incentives ranging from $1,400 to $1,750 on 1991 and 1992 cars and $600 to $1,500 on 1991 and 1992 trucks.

Expiring last week were incentive programs for **Mitsubishi Motor Sales of America Inc.** and **Acura Division.**

incentive WATCH

INCENTIVE WATCH — CUSTOMER INCENTIVES

CONTINUING PROGRAMS

CHRYSLER CORP.

Expires June 30. Finance rates in lieu of rebates are 0 to 9.9 percent.

1991-92 models

Chrysler Imperial, New Yorker Fifth Avenue	$1,500
N.Y. Salon, LeBaron sedan	$1,000
LeBaron coupe, conv.	$500
Dodge Monaco, Daytona (1991 only)	$1,500
Shadow, Dynasty, Spirit	$1,000
Colt 3-dr. (Northeast)	$700
Daytona (1992), Colt	$500
Dodge Ramcharger	$2,000
Ram pickup (gas)	$1,500
Ram wagon (van and conversion)	$1,000
Dakota	$750
Ram 50	$500
Eagle Premier	$1,500
Talon	$1,000
Summit 3-dr., 4-dr., (Northeast)	$700
Summit	$500
Jeep Cherokee	$1,500
Comanche	$750
Wrangler	$500
Plymouth Acclaim, Sundance, Laser	$1,000
Colt 3-dr., (Northeast)	$700
Colt, Colt Vista	$500
All minivans (Calif., Hawaii)	$1,000
All minivans (elsewhere)	$500

FORD MOTOR CO.

1992 models

Expires June 30. In lieu of rebates, inance rates of 2.9 to 7.9 percent are offered. Some rebates vary by regions.

Ford Probe	$1,500
Thunderbird Sport, SC (Calif. only)	$1,500
Taurus SHO	$1,000
Other Taurus, Mustang	$500-1,000
Escort	$500-750
Thunderbird, Tempo, Crown Victoria, Festiva	$500
Ford Bronco, Econoline (RV)	$1,000
Ranger	$750-1,000
Aerostar	$500-1,000
F series	$400
Lincoln (all)	$1,500
Mercury Sable	$500-1,000
Capri	$750
Tracer	$500-750
Topaz, Cougar, Grand Marquis	$500

1991 models

April 1 to June 30. In lieu of rebates, finance rates of 2.9 to 7.9 percent are offered. Some rebates vary by regions.

Ford Thunderbird, Probe	$1,500
Mustang	$1,000-1,500
Festiva	$1,000
Escort	$750
Taurus SHO	$600-1,000
Other Taurus	$400-1,000
Tempo	$400
Ford Bronco, Econoline E150 RV	$1,000
Aerostar	$400-1,000
Ranger, F series, other Econoline	$400
Mercury Capri	$2,000
Sable, Cougar	$1,500
Tracer	$750
Topaz	$400

GENERAL MOTORS

1992 models

Expires June 4, unless otherwise indicated. In lieu of rebates, finance rates of 2.9 to 6.9 percent are offered.

Buick (based on option package ordered)	
Riviera	$2,000
Roadmaster	$1,000
Century, LeSabre	$250-1,250
Regal, Skylark	$500-1,250
Cadillac (expires June 30) DeVille, Brougham	$1,500
Chevrolet Geo Metro conv. (expires Sept. 23)	$1,000
Other Metro (expires Sept. 23)	$500
Geo Prizm (expires Sept. 23)	$1,000
Geo Storm (expires Sept. 23)	$750
Lumina	$750
Cavalier, Camaro, Corsica, Beretta, Caprice	$500
S/T Blazer	$1,500
G-Van (upfit)	$1,000
S/T pickup, Lumina APV	$750
Geo Tracker (expires Sept. 23)	$750-1,000
Other G-Van	$500
Astro	$500
C/K pickup (exclude Crew Cab)	$400
C/K pickup (extended cab)	$400
GMC S15 Jimmy (exc. Typhoon)	$1,000
Sonoma (exc. Syclone)	$750
Sierra (exclude Crew cab)	$400
Safari	$500
G-Van	$500-1,000
Oldsmobile (regional) Toronado, Silhouette, Bravada	$1,000-2,000
Custom Cruiser	$1,000-1,500
Cutlass Ciera	$1,000
Cutlass Supreme	$750-1,500
Ninety Eight, Eighty Eight	$500-1,250
Pontiac Grand Prix, Trans Sport	$750
Sunbird, Grand Am, Firebird, Bonneville	$500

1991 models

Expires May 4, unless otherwise indicated. In lieu of rebates, finance rates of 2.9 to 6.9 percent are offered.

Buick (based on option package ordered) Reatta	$2,000
(other rebates same as 1992 models)	
Chevrolet Same as 1992 models with the following exceptions:	
Geo Metro conv. (expires May 4)	$1,000
Geo Tracker (expires May 4)	$750-1,000
Astro	$400
GMC Safari	$400
Other rebates same as 1992 models	
Oldsmobile (regional) Cutlass Calais (other rebates same as 1992 models)	$700-1,000
Pontiac (same as 1992 models)	

HYUNDAI (expires June 2)

Excel (1991)	$1,200
Excel (1992)	$500-600
Elantra (1992)	$1,000
Scoupe (1991)	$1,000-1,500
Scoupe (1992)	$750
Sonata (1991)	$2,000
Sonata (1992)	$1,500

SUBARU (expires June 2)

Loyale (1991-92, fwd sedan, awd wagon)	$500

calendar

DEALER CONVENTIONS -- '92

May 17-19 — American International Automobile Dealers Association, J.W. Marriott, Washington, (703) 519-7800

May 21-24 — South Carolina Automobile & Truck Dealers Association, Hyatt Regency Hotel, Hilton Head, S.C., (803) 252-0205

June 7-9 — Idaho Automobile Dealers Association, Coeur d'Alene Resort, Coeur d'Alene, Idaho

June 7-10 — Maryland New Car and Truck Dealers Association, Sheraton Hotel, Ocean City, Md.

June 12-14 — Wyoming Automobile Dealers Association, Snow King Inn, Jackson, Wyo., (307) 632-5254

June 21-23 — Texas Automobile DealersAssociation, Hyatt Regency, Houston, (512) 476-2686

June 23-28 — Arkansas Automobile Dealers Association, Half Moon Club, Montego Bay, Jamaica, (501) 372-2596

AUTO SHOWS — '92

May 13-17 — Las Vegas International Motor Car Show, Sands Expo and Convention Center, Las Vegas, (702) 737-7318

May 21-25 — Arizona Auto Show, Phoenix Civic Plaza, Phoenix, (213) 444-5202

May 28-31 — Cincinnati Truck & Van Show, Cincinnati Convention Center, Cincinnati, (513) 825-1600

Oct. 2-25 — State Fair of Texas Auto Show, Fair Park, Dallas, (214) 421-8728

Oct. 13-25 — Los Angeles Recreation Vehicle Show, Recreation Vehicle Industry Association, Fairplex exposition complex, Pomona, Calif., call (703) 620-6003

Oct. 15-18 — Long Island's International New Car Show, Nassau Veterans Memorial Coliseum, Uniondale, Long Island, N.Y., (516) 368-8000

Oct. 16-18 — Northwood Institute Automotive Industry Show, Northwood Institute, Midland, Mich., (517) 837-423?

Oct. 23-Nov. 1 — South Florida Auto Show, Miami Beach Convention Center, Miami Beach, Fla., (305) 758-2643

Oct. 31-Nov. 8 — New England International Auto Show, Bayside Exposition Center, Boston, (800) 732-2914

Nov. 6-8 — Southern Connecticut's International New Car Show, New Haven Veterans Memorial Coliseum, New Haven, Conn., (516) 368-8000

Nov. 6-8 — Rhode Island Auto Show, Providence Civic Center, Providence, R.I., (800) 345-1487

Nov. 11-15— Florida International New Car Show, Tampa Convention Center, Tampa, Fla., (800) 345-1487

Nov. 11-15 — Greater Sacramento International Auto Show, California Exposition & State Fairgrounds, Sacramento, Calif., (800) 732-2914

Nov. 12-15 — Massachusetts International Auto Show, Centrum, Worcester, Mass., (508) 752-5240

Nov. 12-15 — Northern New Jersey's International New Car Show, Meadowlands Convention Center, Secaucus, N.J., (516) 368-8000

Nov. 19-22 — Jacksonville International Auto Show, Prime F. Osborn III Convention Center, Jacksonville, Fla., (800) 345-1487

Nov. 20-22 — Hampton Roads International Auto Show, Pavilion Virginia Beach Convention Center, Virginia Beach, Va., call (800) 345-1487

Nov. 25-29 — Central Florida International Auto Show, Orange County Civic Center, Orlando, Fla., (407) 352-3420

Dec. 7-14 — Dayton Auto Show, Dayton Convention Center, Dayton, Ohio, (513) 825-1600

Dec. 26-Jan. 3 — National Capital Aree International Auto Show, Washington Convention Center, Washington, (800) 732-2914

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SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/ week
CHRYSLER		
Bramalea, Ontario	†	
FORD		
Norfolk, Va.	5/4	3,200
Ford F series		
Oakville, Ontario	5/4	4,800
Ford Tempo		
Mercury Topaz		
GENERAL MOTORS		
Arlington, Texas	5/4	*
Buick Roadmaster		
Chevrolet Caprice		
Cadillac Brougham		
Total U.S. truck		3,200
Total Canada car		4,800
Total units lost week of 5/4		8,000

†Plant closed for retooling until spring 1992.
•Model changeover
Source: Automotive News Data Center

Hoglund, Losh join GMAC board

CHARLES E. RAMIREZ
Special Correspondent

As part of General Motors' restructuring, William Hoglund, executive vice president and chief financial officer, and Michael Losh, vice president of North American vehicle sales and marketing, have been elected to the board of General Motors Acceptance Corp.

Hoglund and Losh also have been elected to the board of GM's Motors Insurance Corp. subsidiary.

The additions were announced by Robert O'Connell, GM senior vice president and GMAC chairman-elect. Hoglund succeeded O'Connell as GM chief financial officer in last month's shakeup led by GM's outside directors.

GMAC spokeswoman Lynda Kosinski denied the move was prompted by the McNamara affair. Long Island dealer John McNamara is charged with defrauding GMAC of $436 million in loans for non-existent autos. Kosinski said the move is not an attempt by GM to keep a closer watch on GMAC or auto dealers.

GMAC's directors elected Hoglund because "the chief financial officer has always been on the board," she said. "They felt it is a beneficial tradition to continue."

Losh was elected because his expertise, his long-time relationship with GMAC and his new position made it desirable to have him on the board, Kosinski said. AN

Calif. survey finds support for electrics

LOS ANGELES — More than half of 1,000 California voters contacted in a survey support state regulations that will require about 40,000 zero-emissions vehicles to be sold in the 1998 model year.

In addition, about half of those opposing the law said they would change their minds if tax breaks are granted to electric vehicles.

The survey, conducted in January, was paid for by Southern California Edison, an electric utility. The utility said the public is willing to pay slightly more for electric vehicles. AN

U.S. AND CANADA CAR AND TRUCK PRODUCTION

Vehicles are assembled in the United States unless noted. Vehicles are cars unless noted.

	Est. 4/27-5/2/92	Actual 4/20-4/25/92	Apr. Est.	Year 1/1-5/2/92	Year 1/1-5/4/91
LeBaron J	1,450	1,172	5,815	17,643	15,009
New Yorker	300	292	1,020	5,443	2,618
Fifth Avenue	1,050	712	2,892	10,247	9,089
Imperial	175	133	406	1,676	2,275
Town & Country (trk.)	450	394	1,488	4,638	1,112
Total Chrysler Div.	**3,425**	**2,703**	**11,622**	**39,647**	**30,103**
Sundance	2,000	1,164	6,438	18,744	12,085
Acclaim	2,250	1,729	8,077	26,498	26,512
Voyager (trk.)	2,340	1,881	8,479	31,098	28,930
Voyager (Can. trk.)	2,868	2,272	11,023	47,031	36,129
Total Plymouth	**9,458**	**7,046**	**34,016**	**123,371**	**103,656**
Daytona	250	237	1,127	3,810	5,236
Shadow	2,500	2,014	9,892	27,766	14,138
Dynasty	1,900	1,536	5,754	24,988	36,706
Spirit	1,125	1,039	5,809	23,626	24,100
Viper	2	3	13	14	0
Monaco (Can.)	0	0	0	0	1,104
Caravan (trk.)	2,850	2,432	10,735	40,574	35,399
Caravan (Can. trk.)	3,582	3,032	14,011	61,477	47,963
Caravan C/V (trk.)	90	95	331	1,068	1,440
Caravan C/V (Can. trk.)	150	127	594	2,871	10,665
Dakota (trk.)	3,050	2,365	12,146	42,931	24,293
Ram pickup (trk.)	1,425	1,153	5,898	20,963	24,237
Ram wagon (Can. trk.)	660	443	2,271	8,434	7,199
Ram van (Can. trk.)	1,692	1,141	5,793	21,192	12,649
Total Dodge	**19,276**	**15,617**	**74,373**	**279,716**	**245,129**
Premier (Can.)	0	0	0	0	2,404
Cherokee (trk.)	0	2,861	11,467	46,262	37,724
Comanche (trk.)	0	54	170	866	1,825
Grand Cherokee (trk.)	1,900	1,857	7,042	15,499	415
Briarwood(trk.)	0	0	4	325	1,065
Wrangler (Can trk.)	0	839	4,940	29,026	17,727
Total Jeep-Eagle	**1,900**	**5,611**	**23,623**	**91,978**	**61,160**
Total U.S. car	**13,082**	**10,031**	**47,243**	**160,457**	**147,768**
Total Can. car	**0**	**0**	**0**	**0**	**3,508**
Total U.S. truck	**12,105**	**13,092**	**57,760**	**204,224**	**158,440**
Total Can. truck	**8,952**	**7,854**	**36,631**	**170,031**	**132,332**
CHRYSLER CORP.	**34,059**	**30,977**	**143,634**	**534,712**	**440,048**
Escort	5,692	4,647	18,899	52,834	65,327
Mustang	2,810	2,252	8,294	28,784	21,866
Tempo	2,812	2,265	11,750	44,008	36,635
Tempo (Can.)	3,380	2,708	13,534	43,541	36,534
Taurus	8,615	6,484	32,131	125,711	105,812
Thunderbird	1,810	1,670	8,519	27,863	25,681
Crown Victoria (Can.)	2,658	2,110	10,278	34,887	31,290
Aerostar (trk.)	4,110	3,197	16,145	62,116	47,520
Bronco (trk.)	706	519	1,992	7,136	3,921
Explorer (trk.)	6,713	5,157	26,213	109,535	94,039
Mazda Navajo (trk.)	156	109	596	1,832	4,794
Econoline (trk.)	4,507	3,661	18,130	65,821	41,991
Heavy (trk.)	954	825	3,914	15,811	12,325
Light truck (trk.)	8,225	9,397	35,623	152,938	88,347
Light truck (Can. trk.)	3,050	2,454	9,188	50,547	29,418
Ranger (trk.)	8,825	7,004	32,248	97,925	82,189
Total Ford Division	**65,023**	**54,459**	**247,462**	**921,289**	**727,689**
Topaz	1,708	1,365	6,362	19,610	15,649
Topaz (Can.)	1,426	1,132	5,758	16,533	10,480
Cougar	1,798	1,226	5,903	20,190	19,711
Sable	3,177	2,307	12,152	42,540	34,385
Grand Marquis (Can.)	2,238	1,802	9,223	34,990	26,711
Mercury Villager (trk.)	109	83	234	256	0
Nissan Quest (trk.)	51	16	61	71	0
Total Mercury	**16,567**	**7,931**	**39,693**	**134,198**	**106,936**
Continental	620	321	3,570	13,308	19,950
Mark VII	0	0	124	2,375	3,491
Town Car	1,858	931	9,618	39,824	46,924
Total Lincoln	**2,478**	**1,252**	**13,312**	**55,507**	**70,365**
Total L-M Division	**12,985**	**9,183**	**53,005**	**189,697**	**177,301**
Total U.S. car	**30,900**	**23,468**	**117,331**	**417,847**	**395,431**
Total Can. car	**9,782**	**7,752**	**38,793**	**129,951**	**105,015**
Total U.S. truck	**34,356**	**29,968**	**135,156**	**513,441**	**375,126**
Total Can. truck	**3,050**	**2,454**	**9,188**	**50,547**	**29,418**
FORD MOTOR CO.	**78,088**	**63,642**	**300,468**	**1,110,986**	**984,990**
Skylark	935	802	4,030	21,535	34,929
Century	2,858	2,505	9,287	25,298	26,307
Regal (Can.)	2,120	2,117	10,950	29,261	36,898
Riviera	307	212	1,145	4,149	3,629
Park Avenue	1,553	1,182	5,698	21,849	31,645
LeSabre	3,887	2,950	14,642	49,888	33,697
Roadmaster sedan	0	0	493	15,663	0
Roadmaster wagon	200	253	1,112	4,606	8,718
Reatta	0	0	0	0	1,073
Total Buick	**11,860**	**10,001**	**47,358**	**172,251**	**176,896**
Eldorado	833	697	3,546	14,642	5,647
Seville	1,136	931	4,837	17,317	12,114
Brougham	0	0	0	2,170	6,813
DeVille	2,411	3,033	10,952	39,104	46,411
Allante	64	51	256	486	1,075
Total Cadillac	**4,444**	**4,712**	**19,590**	**73,719**	**72,060**
Cavalier	5,570	4,345	21,920	78,036	95,021
Camaro	1,986	1,704	7,007	22,184	13,685
Corsica-Beretta	5,760	3,716	19,343	68,299	74,093
Lumina (Can.)	5,400	5,394	24,787	73,235	66,679
Caprice	1,760	1,289	6,551	33,598	42,851
Corvette	574	385	1,883	6,306	7,640
Astro (trk.)	3,157	2,439	12,929	54,398	31,424
Blazer (trk.)	713	574	2,530	7,608	2,445
Lumina APV (trk.)	1,378	1,111	4,973	15,257	11,413
Mediums (trk.)	116	64	333	1,723	872
P-model (trk.)	619	557	2,381	7,377	5,069
Pickup (trk.)	6,721	5,419	27,036	88,721	79,008
Pickup (Can. trk.)	3,400	3,404	15,220	57,194	45,703
S10 (trk.)	4,552	3,768	18,631	61,771	83,039
S10 Blazer (trk.)	3,156	2,372	12,066	45,371	12,025
Sportsvan (trk.)	0	0	0	11,405	14,086
Sportsvan (Can. trk.)	1,580	1,579	6,309	25,406	16,270
Suburban (trk.)	1,280	1,134	5,123	15,590	8,422
Total Chevrolet	**47,722**	**39,254**	**186,824**	**683,481**	**616,545**
Achieva/Calais	2,500	1,877	9,447	41,886	34,616
Cutlass Ciera	3,482	2,881	12,230	42,598	24,508
Cutlass Ciera (Can.)	0	0	0	0	21,442
Cutlass Supreme	2,400	1,906	8,788	25,657	35,633
Toronado	91	90	537	2,453	2,467
Eighty Eight	1,792	1,495	6,864	27,859	19,598
Custom Cruiser wag.	40	58	349	1,647	4,027
Ninety Eight	707	858	3,345	11,145	26,532
Silhouette (trk.)	306	244	1,367	5,268	5,749
Bravada (trk.)	340	328	1,276	5,087	7,107
Total Oldsmobile	**11,658**	**9,737**	**44,202**	**163,602**	**181,679**
Sunbird	2,220	1,545	8,167	33,146	42,450
Grand Am	6,085	4,622	23,547	80,990	77,619
Firebird	614	440	1,896	7,841	4,574
Grand Prix	2,459	1,866	8,918	36,461	32,121
Pontiac 6000	0	0	0	0	11,004
Bonneville	2,608	2,180	9,749	34,734	20,952
Trans Sport (trk.)	1,160	924	4,351	10,561	7,169
Total Pontiac	**15,146**	**11,577**	**56,629**	**203,733**	**195,889**
Yukon-Jimmy (trk.)	226	124	754	2,365	837
Medium (trk.)	482	397	2,268	9,116	2,075
P-model (trk.)	63	38	187	873	1,124
Pickup (trk.)	2,593	1,953	10,214	34,340	39,644
Pickup (Can. trk.)	1,250	1,242	5,817	24,711	17,973
Syclone-Sonoma (trk.)	1,525	1,157	5,340	16,093	19,734
Typhoon-S15 Jimmy (trk.)	914	759	4,148	13,685	4,262
Safari (trk.)	1,287	1,068	5,550	22,015	12,777
Suburban (trk.)	915	724	3,313	10,097	8,011
Vandura (trk.)	0	0	0	5,803	6,381
Vandura (Can. trk.)	630	628	2,752	12,703	7,219
Total GMC	**9,885**	**8,090**	**40,343**	**151,801**	**129,837**
Total Saturn•	**3,550**	**2,840**	**16,329**	**62,223**	**20,382**
Total U.S. car	**58,382**	**46,893**	**222,867**	**833,776**	**861,751**
Total Can. car	**7,520**	**7,511**	**35,737**	**102,496**	**125,819**
Total U.S. truck	**31,583**	**25,154**	**124,771**	**444,524**	**363,473**
Total Can. truck	**6,860**	**6,853**	**30,098**	**130,014**	**87,165**
GENERAL MOTORS	**104,265**	**86,211**	**413,473**	**1,510,810**	**1,377,408**
Can. car	2,165	2,164	9,281	38,665	44,428
Can. trk.	1,300	1,300	5,669	24,052	19,709
CAMI*	**3,465**	**3,464**	**14,950**	**62,717**	**64,137**
DIAMOND-STAR*	**3,310**	**3,316**	**14,265**	**55,663**	**54,639**
Civic	2,080	1,997	8,332	32,255	31,980
Civic (Can.)	2,200	2,182	9,143	39,084	37,361
Accord	7,690	7,693	31,831	134,578	124,081
Total U.S. car	**9,770**	**9,698**	**40,163**	**166,833**	**156,861**
Total Can. car	**2,200**	**2,182**	**9,143**	**39,084**	**37,361**
HONDA	**11,970**	**11,872**	**49,305**	**205,917**	**193,422**
HYUNDAI Sonata (Can.)	**300**	**225**	**1,150**	**5,107**	**12,841**
MAZDA*	**2,241**	**1,525**	**6,355**	**21,387**	**51,915**
U.S. trk.	1,550	1,468	6,325	23,177	26,590
Can. trk.	165	166	695	2,794	2,701
NAVISTAR	**1,715**	**1,634**	**7,020**	**25,971**	**29,291**
Sentra	2,310	2,078	9,979	47,009	49,025
Pickup (trk.)	2,760	2,498	11,331	47,608	47,703
NISSAN	**5,070**	**4,576**	**21,310**	**94,617**	**96,728**
Geo Prizm	1,500	1,527	6,367	31,039	35,689
Toyota Corolla	2,400	2,432	10,219	40,768	36,503
Toyota Pickup (trk.)	1,200	1,326	5,211	14,633	0
NUMMI	**5,100**	**5,285**	**21,797**	**86,440**	**72,192**
Legacy	1,183	1,209	5,033	20,391	19,865
Pickup (trk.)	397	361	1,542	7,900	0
Rodeo (trk.)	746	718	2,827	13,904	0
Total U.S. car	**1,183**	**1,209**	**5,033**	**20,391**	**19,865**
Total U.S. trk.	**1,143**	**1,079**	**4,369**	**21,804**	**17,505**
SUBARU-ISUZU	**2,326**	**2,288**	**9,402**	**42,195**	**37,370**
Camry	4,745	4,432	19,806	80,956	77,742
Corolla (Can.)	1,500	1,513	6,234	25,527	23,845
TOYOTA	**6,245**	**5,945**	**26,040**	**106,483**	**101,587**
VOLVO 740,940 (Can.)	**150**	**148**	**592**	**2,464**	**3,858**
AM GENERAL (trk.)	**375**	**375**	**1,575**	**6,375**	**7,250**
MISCELLANEOUS (trk.)**	**2,400**	**2,400**	**10,000**	**40,000**	**48,050**
Total U.S. car	**129,743**	**106,481**	**499,626**	**1,875,326**	**1,826,389**
Total Canada car	**23,537**	**21,495**	**100,929**	**343,294**	**355,075**
Total U.S.-Canada Car	**153,280**	**127,896**	**600,556**	**2,218,620**	**2,181,464**
Total U.S. truck	**87,392**	**77,360**	**356,577**	**1,316,586**	**1,042,137**
Total Canada truck	**20,327**	**18,627**	**84,281**	**377,438**	**271,325**
Total U.S.-Canada truck	**107,719**	**95,987**	**440,858**	**1,694,024**	**1,313,462**
TOTAL U.S.	**217,135**	**183,761**	**856,204**	**3,191,912**	**2,868,526**
TOTAL CANADA	**43,864**	**40,122**	**185,211**	**720,732**	**626,400**
TOTAL U.S.-CANADA CAR & TRUCK	**260,999**	**223,883**	**1,041,414**	**3,912,644**	**3,494,926**

•Estimate
†CAMI includes Geo Metro and Suzuki Swift cars and Geo Tracker and Suzuki Sidekick trucks; Diamond-Star includes Eagle Summit and Talon, Mitsubishi Eclipse and Mirage and Plymouth Laser; Mazda includes MX-6, 626 and Ford Probe.
**Estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz.
Source: Automotive News Data Center.

3 million: 12 days before '91

ANNE E. WRIGHT
Chief Statistician

U.S. car and truck manufacturers assembled their 3-millionth vehicle of the year last Thursday, 12 days ahead of 1991.

So far this year, U.S. automakers have produced 3,191,912 cars and trucks, 11.3 percent ahead of the 2,868,526 built in the same period one year ago.

U.S. car production was estimated at 129,743 last week, up 21.9 percent from the prior week and up 12.2 percent from the year-ago week.

So far this year, U.S. makers have assembled 1,875,326 cars, up 2.7 percent from the same period in 1991.

Last week, car production in Canada was estimated at 23,537, up 9.5 percent from the prior week and down 13.5 percent from the year-ago week.

Canadian car producers have assembled 343,294 so far this year, down 3.3 percent from the same period one year ago.

Last week's U.S. truck production was estimated at 87,392, an increase of 13.0 percent from the prior week. The total was 9.6 percent above the same week last year.

Year-to-date U.S. truckmakers have assembled 1,316,586 vehicles, an increase of 26.3 percent over the year-ago period.

Canadian truckmakers' estimated production last week was 20,327, up 9.1 percent from the prior week and down 0.9 from the year-ago week.

Year-to-date, truck production in Canada is 377,438, up 39.1 percent from 1991.

The estimated daily build rate of cars and trucks in the United States and Canada was 52,200.

That was an increase of 16.6 percent over the prior week and 7.4 percent over the same week one year-ago.

Chrysler Corp.'s St. Louis truck plant worked two nine-hour shifts last Saturday and is scheduled for three seven-hour shifts each day next week.

The company's Jefferson North (Detroit) facility was scheduled for one eight-hour shift last Saturday and one nine-hour shift each day this week. The plant produces the new Jeep Grand Cherokee.

Last Saturday, General Motors scheduled overtime at the following plants:

Oklahoma City; Van Nuys, Calif.; Oshawa, Ontario; and Scarborough, Ontario. The Suburban line at the Janesville, Wis., facility ran one shift of overtime last Friday.

Ford Motor Co. scheduled daily overtime last week at the Atlanta and Chicago car plants

Three truck plants also worked daily overtime: Twin Cities (St. Paul, Minn.); Edison, N.J.; and Louisville, Ky.

Both the car and truck lines at Ford's Kansas City, Mo., plant ran daily overtime last week. The truck line also worked one shift of overtime on Saturday. AN